

## FlexRFP™ Case Study—Corrugate

Using EC Sourcing Group’s technology suite to maximize savings

### Background

A publicly traded retail company was using two vendors to provide their corrugate services, amounting to \$1.2M of annual spend. With contract expiration approaching, they wanted to see if they could generate some savings by going out to market. By taking advantage of EC Sourcing Group’s easy to use FlexRFP™—including RFI score carding and soft auction, this company was able to generate substantial savings in a short period of time.

### Key Numbers

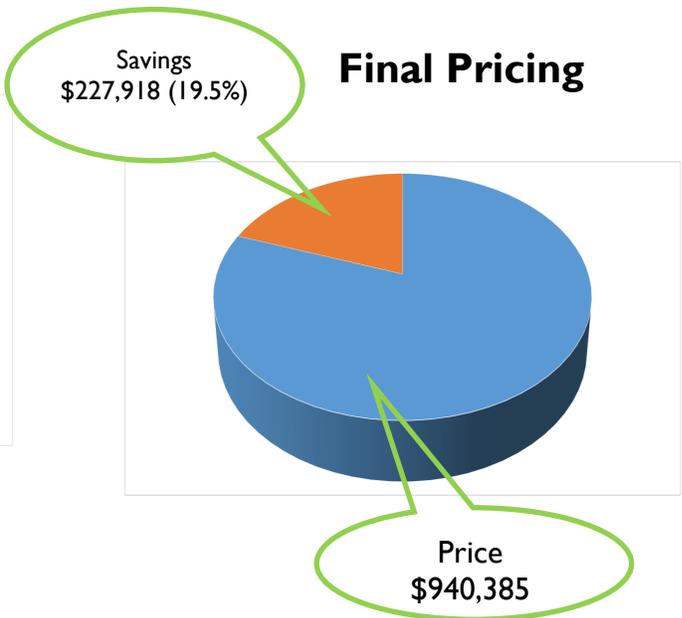
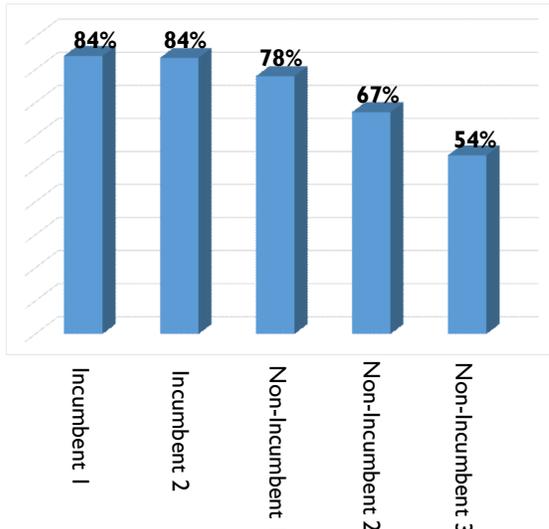
- 8 Suppliers invited to participate
- 5 Suppliers participated, 3 declined to participate
- 25 RFI questions
- 97 Line items for bid
- \$1.2M in annual spend
- 3 weeks—Project Length (Invitation to Final Bid Submission)

### Summary

RFP submissions were received from 5 suppliers a week after the invitation was launched. FlexRFP™ autoscored all suppliers’ responses to the 25 RFI questions—generating a supplier score card. FlexRFP™ also provided real time side by side reports of supplier pricing, highlighting best bid and savings against baseline (current) pricing. After Round 1, there was a total savings of \$164,314 (11.8%) from the two incumbents.

The retail company then decided to open a Round 2 for Best and Final Offers, utilizing our SoftAuction™ functionality. This strategy provided item level feedback to each supplier, driving the price down even further. Once Round 2 closed, the company used FlexRFP™’s ‘Cherry-Pick’ report feature to run various pricing scenarios.

### RFI Scorecard



### The Results

Based on the RFI score card and final pricing received, the retail company awarded the business to 2 vendors— one being an incumbent, the other a new supplier. The RFI score card feature allowed them to comfortably move a piece of the business away from an incumbent to a new supplier because they scored so well in the RFI portion.

Within weeks, this customer was able to launch an RFP, review results, and negotiate down to the best price per item using FlexRFP™. This project resulted in over \$227,000 of savings against their baseline cost!

## *Your roadmap to Easier, Faster and Improved Sourcing*

### About EC Sourcing Group

While there are other eSourcing solutions from which to choose, why should you choose **FlexRFP™** from EC Sourcing? Very simply, because we understand what you do. We are former Fortune 500 sourcing professionals. We know exactly the kind of day-to-day sourcing issues you deal with and have developed a powerful, elegant solution that makes your job easier, faster, more efficient and more profitable.

**Guided by our vast sourcing experience, we've designed our product around your needs.**

#### **OUR SOLUTION:**

- Is Easy to Learn and Use
- Reflects Your Day-To-Day Reality
- Is a Faster, Easier Start-up – resulting in faster ROI
- Increases Buyer Acceptance – leading to more spend under management
- Requires No Training for Suppliers – making it easier for suppliers makes it easier for you
- Seamlessly integrates with your chosen process

#### **Trust Our Experience and Expertise**

Because we're managed and staffed solely by expert **sourcing professionals**, you can count on EC Sourcing to deliver and support a solution that is right on target – and right on the money. Our solutions are **affordably priced** and feature a host of logical acquisition options that allow you to get the feature-rich solution you've been looking for.

### Our view on eSolutions

Our decades of experience have taught us that companies have unique sourcing needs and processes. With that in mind, we've built a solution that features flexible implementation options that can accommodate the unique needs of our clients. Our solutions generate a real, lasting ROI and are:

1. Flexible and ready to accommodate your current process, rather than dictating it.
2. Easy to learn and use for all buyer users. Your self-sufficiency and confidence are critical to long-term use and ROI. If it is too complex or hard to use, most users will go back to using emails, spreadsheets and Word® documents.
3. Effortless to use – requiring no training for buyers or suppliers. Our solutions are designed to be enjoyable to use – encouraging collaboration between you and your suppliers.
4. Easy to navigate – featuring a clean, uncluttered interface that makes it easy for beginners or advanced users.

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